

Message Text

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17

ACTION EUR-12

INFO OCT-01 NEA-10 ISO-00 EB-07 /030 W
----- 088530

P R 230731Z SEP 76
FM AMEMBASSY BELGRADE
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 8150
AMEMBASSY MADRID
AMCONSUL BARCELONA
AMCONSUL ZAGREB
USINT BAGHDAD

UNCLAS BELGRADE 6226

USDOC FOR OIM/SAD/JACOBSON

E.O. 11652: NA

TAGS: BEXP SP YO

SUBJ: TECHNICAL SALES SEMINAR ON ENERGY SYSTEMS

1. IF ADDITIONAL PARTICIPANT(S) STILL NEEDED FOR TECHNICAL
SALES SEMINAR, WE SUGGEST CONTACTING HARRIS CONTROLS, TRW,
OR FOXBOROUGH.

2. HARRIS CONTROLS MANUFACTURES MONITORING AND CONTROL
EQUIPMENT FOR ELECTRICAL POWER DISTRIBUTION SYSTEMS. COMPANY
HAS INTEREST IN YUGOSLAV MARKET AND AMCONSUL ZAGREB ATTENDED
RATHER GOOD PRESENTATION BY HARRIS EXECUTIVES WHEN THEY WERE
ATTEMPTING TO PROMOTE SALES OF TELEMETRY EQUIPMENT FOR
YUGOSLAV PIPELINES. COMPANY, HOWEVER, HAS NEITHER HAD
OPPORTUNITY TO PROMOTE SALES FOR ELECTRICAL DISPATCHING
CENTERS NOR HAD ANY DIRECT CONTACT WITH YUGOSLAV UTILITIES.
IT MIGHT JUMP AT CHANCE TO PARTICIPATE IN TSS. CONTACT
TOM PUNCH OF PETER ANDERSON, HARRIS CORPORATION, CONTROLS
DIVISION, P.O. BOX 430, MELBOURNE, FLORIDA 32901; TELEPHONE:
(305) 727-5747; TELEX: 5109596151.

3. TRW AND FOXBOROUGH HAVE BEEN PROMOTING SALES OF TELE-
METRY AND MONITORING EQUIPMENT FOR YUGOSLAV PIPELINES. IT IS
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OUR UNDERSTANDING THAT THESE COMPANIES INCLUDE EQUIPMENT

FOR POWER TRANSMISSION AND DISPATCHING IN THEIR PRODUCTION
PROGRAMS. SIPS HAS ADDITIONAL INFORMATION ON TRW AND
FOXBOROUGH.
SILBERMAN

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NNN

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